

Message Text

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21

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FM SECSTATE WASHDC

TO AMEMBASSY DAMASCUS

INFO AMEMBASSY CAIRO

C O N F I D E N T I A L STATE 192340

STADIS //////////////////////////////////////

E.O. 11652: GDS

TAGS: EXTRD, SY

SUBJECT: FORD MOTOR COMPANY

REF: A) DAMASCUS 5011 B) STATE 184389 (NOTAL)

1. DEPARTMENT CONTACTED PETER GOUGH OF FORD MOTOR COMPANY ON AUGUST 3 RE INVESTMENT IN SYRIA. GOUGH APPRECIATIVE OF THE CHARGE'S EFFORTS IN APPROACHING IMADI.

2. GOUGH POINTED OUT THAT FORD HOPES TO HANDLE THE BOYCOTT QUESTION THROUGH A DECREE 428 EXCEPTION BY HAVING PRODUCTION FACILITIES IN SYRIA. GOUGH SAID THAT HE OUTLINED THAT POSITION TO IMADI IN A TWO PAGE LETTER DATED 22 JULY 1976. THIS LETTER ALSO PROPOSED THAT A THREE-MAN FORD TEAM COME TO DAMASCUS IN LATE AUGUST TO MEET WITH IMADI, THE MINISTER OF INDUSTRY, AND EL-DEEK. AT THIS MEETING FORD IS PREPARED TO PRESENT ITS PROPOSAL. THIS TEAM, WHICH WILL INCLUDE GOUGH, WILL BE EMPOWERED TO DRAW UP AND SIGN A FINAL CONTRACT, OR ACCEPT A LETTER OF INTENT. GOUGH NOW AWAITS AN
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ANSWER FROM IMADI AS TO WHAT DAY THE FORD TEAM SHOULD AR-

RIVE AND WHAT HOTEL ARRANGEMENTS HAVE BEEN MADE FOR THE TEAM. (THIS APPARENTLY IS GOUGH'S "UNSPECIFIED" CORRESPONDENCE MENTIONED IN REF. B.)

3. COMMENT: FORD SEEMS TO BE READY AND WILLING WITH A PROPOSAL ATTRACTIVE ENOUGH TO SATISFY THE CONDITION OF PARA. 4 REF. A. IT REMAINS TO BE SEEN WHETHER THIS INITIATIVE CLEARS THE BOYCOTT HURDLE. KISSINGER

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